



# U.S. Commercial Service



## Export University Series: Piedmont Triad

### Agenda

8:00 – 8:30 AM	<b>Registration</b>
8:30 AM	<b>Overview of Export Basics – Debbie Strader &amp; John Schmonsees</b> --USDOC websites & Services --State & Local Services --Market Research --Free Trade Agreements, including NAFTA
9:30 AM	<b>International Commercial Terms &amp; Credit Risk Insurance – Kathy Edwards, Global Business Solutions</b>
11:00 AM	<b>Involvement/Services of the International Freight Forwarder – Clem Schrader, Hipage Company</b>
Lunch	<b>Resources &amp; Tools – FedEx</b>
1:00 PM	<b>Trade Finance Options &amp; Closing the Sale – Ron Reighter, Sun Trust Bank</b>
2:30 PM	<b>Successful Marketing of Your Products in Foreign Marketing – Dana Hicks, PSG Americas Inc.</b>
3:30 PM	<b>U.S. Export Control Laws &amp; Regulations – Jeanette Kersey, Purolator Facet, Inc.</b>
4:30 PM	<b>Review</b>

**Brought to you by:**

